

How to Use the Pharmaceutical GPO Statewide Contract

Contract #: MED39	Contract Duration: 07/01/09 to 06/30/14
MMARS #: MED39*	Options to renew: None
This contract contains: Supplier Diversity Office SDO Contractors	
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Last change date: 02/14/14	

Contract Summary

This contract covers a Group Purchasing Organization (GPO) agreement for Pharmaceuticals with contractor Managed Healthcare Associates (MHA), whose GPO membership includes over 9,000 healthcare facilities such as hospitals and nursing homes.

GPO savings and efficiencies are realized by aggregating purchasing volume and using that leverage to negotiate discounts with manufacturers, distributors and other vendors of health supplies such as pharmaceuticals, biologics, medical/surgical equipment, laboratory supplies, and capital equipment. GPO's actively negotiate contracts with manufacturers on behalf of their members, and/or provide their members access to the purchasing contracts of other GPO's. The GPO supports the Commonwealth by using their contracts to establish the acquisition prices for pharmaceuticals purchased from the Pharmaceutical Prime Vendor on SWC MED38 for Pharmaceuticals and successor contracts.

Benefits and Cost Savings

- Aggregation of the purchasing volume of the GPO's membership when establishing acquisition prices
- Vendor has local, regional, and national experience
- GPO supports Statewide Contract MED38 Pharmaceutical Prime Vendor

Who Can Use This Contract?

Applicable Procurement Law: MGL c. 7, § 22; c. 30, § 51, § 52; 801 CMR 21.00

Eligible Entities:

01. Cities, towns, districts, counties and other political subdivisions
02. Executive, Legislative and Judicial Branches, including all Departments and elected offices therein;
03. Independent public authorities, commissions and quasi-public agencies
04. Local public libraries, public school districts and charter schools;
05. Public Hospitals, owned by the Commonwealth;
06. Public institutions of high education
07. Public purchasing cooperatives;
08. Non-profit, UFR-certified organizations that are doing business with the Commonwealth;
09. Other states and territories with no prior approval by the State Purchasing Agent required;
10. Other entities when designated in writing by the State Purchasing Agent.

Pricing and Purchase Options

Purchase Options: No direct payments are made to the GPO for Pharmaceuticals. The GPO will provide the Medicare Part D Prescription Drug Plans (PDPs) that are available in Massachusetts that the State Office for Pharmacy Services may use in its role as a Medicare Part D provider at a small processing fee.

Vendor List and Contract Information

The available contractors are listed by category below. Supplier involvement in any of the following programs will have the appropriate three to four letter code at the end of the vendor listing. Programs include Small Business Purchasing Program (SBPP), Supply Diversity Office Certification (SDO, Formerly SOMWBA Certification), Supplier Diversity Program (SDP, Formerly AMP), Environmentally Preferable Products Program (EPP), and Prompt Pay Discount (PPD).

Group Purchasing Organization	Contact Name	Phone Numbers	Email	Program
Managed Healthcare Associates	Diana Wyonch	973-660-4496 Fax 855-569-6648	dwyonch@mhainc.com	SDP

Strategic Sourcing Services Team Members

Edward Cavallari	State Office of Pharmacy	Edward.Cavallari@State.MA.US
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Summary of Where to Obtain Important Contract Information

To obtain more contract information please go to the Comm-PASS (www.comm-pass.com) website, on the “Contracts” tab, in the Document Number box enter Document Number MED39 (no spaces), click the “Search” button, the page looks almost the same – click on the underlined link “There are 1 Contract(s) found that match your search criteria”, click on the eyeglasses to the right of the MED39 information, click on the tab of interest, and click on the eyeglasses to the right of any information of interest.

Contract User Guide	“Forms & Terms” tab
RFR MED48	“Forms & Terms” tab
Group Purchasing Organization (GPO) Information	“Forms & Terms” tab

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